Project Summary

In the past, economic development in Sri Lanka was always focused on Colombo and its surroundings. The development potential of other provinces, such as the Central Region was not fully recognised. Concerted efforts were required to foster investment in this province, particularly the participation of the private sector. The GTZ promoted the SME development with a comprehensive programme of which the contract was component 1.

Contract Objectives
Under the overall program objective to promote the economic development of the Central Region, the objective of the component 1 was defined as: “Enterprise associations and chambers as well as providers of business development services (BDS) improve their support services for Small and Medium Enterprises (MSME)”.

Project Activities
Based on the previous GTZ enterprise promotion project in the Central Region the project pursued the following groups of activities

- Formation of enterprise working groups (nuclei) and trade associations;
- Support to associations, chambers and Business Service Providers (BDS) for the SMEs;
- Training to chambers and associations in management and promotion techniques;
- Training for member enterprises of nuclei and associations;
- Design and implementation of a co-financing scheme for SME-financing within Chambers and BDS.

Services provided

- Technical assistance and advisory services to chambers and BDS
- Institutional strengthening/restructuring of support institutions
- Value Chain analysis and promotion for enterprise groups (Nuclei)
- Further conceptual development of Nuclei approach
- Integration of Nuclei into regional chambers and trade associations
- Strengthening and organisational development for the regional chambers of commerce
- Promotion of BDS within the regional market
- Cooperation with ILO and Swisscontact in BDS development
- Cooperation with private banks to introduce BDS
- Support to BDS providers in the development or further development of support services according to demand
- Assistance to SME and their groupings to become subcontractors of larger enterprises
- Development of a knowledge management system structured alongside the components of the programme

Client
Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ)

Duration

Personnel

- 1 international LTE (Team Leader) (17 PM)
- 2 local long-term consultant (67 PM)
- 25 PM local and international STE